

Message Text

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PAGE 01 MANAGU 04351 202155Z
ACTION ARA-14

INFO OCT-01 ISO-00 EB-08 /023 W
-----046410 210237Z /72

R 202105Z SEP 77
FM AMEMBASSY MANAGUA
TO USDOC WASHDC
INFO SECSTATE WASHDC 4368

UNCLAS MANAGUA 4351

E.O. 11652: N/A
TAGS: BBSR, PINR, NU
SUBJECT: WTDR/FTI ARQUITECTOS INGENIEROS S.A.

REF: USDOC 15339

1. NICARAGUA
OFFICE USE: 2. 219 3. 0013700 4. 01

5. ARQUITECTOS INGENIEROS S.A.
6. APARTADO POSTAL 1327
7. MANAGUA
8. CONTACT: MR ROBERTO ARGUELLO TEFEL
9. TITLE: PRESIDENT
10. PHONE: 4706 1. TELEX: 1082
12. CABLE: AISA
13. ESTABLISHED: 1958 14. EMPLOYEES: NA
15. SIZE: VERY LARGE 16. REPUTATION: Y-EXCELLENT
17. REPORTING DATE: 09/77
OFFICE USE: 18. NA 19. X 20. X 21. NA 22. NA
23A. 15200/9 GENERAL BUILDING CONTRACTORS-RESIDENTIAL BUILDINGS.
23B. 16100/9 GENERAL CONTRACTOR-HIGHWAY AND STREET CONSTRUCTION.
23C. 15400/9 GENERAL CONTRACTOR-INDUSTRIAL AND NON-RESIDENTIAL
BUILDING CONSTRUCTION.
23D. 16200/9 GENERAL CONTRACTOR-HEAVY CONSTRUCTION.
23E. 35310/5 IMPORTER OF CONSTRUCTION MACHINERY.

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23F. 34294/5 IMPORTER OF BUILDERS' HARDWARE.
23G. 33124/5 IMPORTER OF STEEL BARS AND SHAPES, PLATES, ETC.
23H. 36330/5 IMPORTER OF WELDING EQUIPMENT.
24. FOREIGN SALES: LOCAL ONLY.
25. FINANCIAL REFERENCES: MANUFACTURERS HANOVER TRUST CO., NEW
ORK, NEW YORK; BANCO DE CENTRO AMERICA, APARTADO POSTAL 4659,
BANCO NICARAGUENSE, APARTADO POSTAL 549 AND BANK OF AMERICAN NT &

S.A., APARTADO POSTAL 2409, IN MANAGUA.

26. TRADE REFERENCES: NA

27. FOREIGN FIRMS REPRESENTED: NONE.

28. POST EVALUATION: ARQUITECTOS INGENIEROS S.A. (AISA) IS ONE OF THE TWO LARGEST AND BEST KNOWN ENGINEERING AND CONSTRUCTION COMPANIES OPERATING IN NICARAGUA. AISA ACTS AS GENERAL CONTRACTOR FOR THE CONSTRUCTION OF RESIDENTIAL HOMES AND BUILDINGS, HOUSING PROJECTS, COMMERCIAL AND INDUSTRIAL BUILDINGS AND WAREHOUSES, STREETS AND HIGHWAYS, PORT EXPANSION WORKS, AND OTHER INFRASTRUCTURE AND CIVIL WORKS. SOME OF ITS LARGEST PROJECTS HAVE BEEN THE CONSTRUCTION OF A US\$2.4 MILLION 210-ROOM INTERCONTINENTAL HOTEL, THE EXPANSION OF THE PORT OF CORINTO FACILITIES AT A COST OF MORE THAN US\$800,000, THE CONSTRUCTION OF AN EARTH-SATELLITE STATION, THE CONSTRUCTION OF VARIOUS HOSPITALS, AND THE UNDERTAKING OF SEVERAL HOUSING PROJECTS (MORE THAN 4,000 HOMES IN TOTAL) WHICH THE FIRM HAS CONSTRUCTED WITH PRIVATE LOANS OBTAINED THROUGH ITS OWN INITIATIVE. A FEW WEEKS AGO THE FIRM WAS AWARDED THE CONSTRUCTION OF A US\$3.3 MILLION 250-BED CHILDREN'S HOSPITAL IN THE CITY OF MANAGUA. ARQUITECTOS INGENIEROS S.A. IS ONE OF VARIOUS CORPORATIONS CONTROLLED BY THE HOLDING COMPANY CORPORACION FINANCIERA INDUSTRIAL S.A. (CFI). SISTER-COMPANIES INCLUDE THE ARCHITECT AND ENGINEERING FIRM OSORIO Y TERAN; A ROCK-QUARRYING AND CRUSHING FIRM PEDRERA NICARAGUENSE S.A.; A CONCRETE PRODUCTS MANUFACTURING FIRM, PRODUCTOS DE CONCRETO S.A.; A WOOD-PROCESSING COMPANY, PROCESADORA DE MADERA S.A.; A CONSTRUCTION MACHINERY RENTAL FIRM, EQUIPO, HIERRO Y CONCRETO LISTO S.A.; A SAVINGS AND LOAN COMPANY CENTROAM-
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ERICANA DE AHORRO Y PRESTAMO S.A. (CAPSA); AND A NUMBER OF HOUSING DEVELOPMENT FIRMS INCLUDING VIVIENDAS S.A., SURBANA S.A. AND TERRENOS Y EDIFICIOS S.A. SOME YEARS AGO AISA FORMED THE CORPORATION AISA-DG INTERNATIONAL S.A. IN PANAMA FOR THE DEVELOPMENT OF A 500 HOME HOUSING PROJECT IN THAT COUNTRY. THE PRINCIPAL STOCKHOLDERS OF THE PARENT FIRM CFI, INCLUDING MESSRS. ROBERTO ARGUELLO TEFEL, RENE LACAYO DEBAYLE, ALFREDO OSORIO AND JOSE F. TERAN, ARE WELL AND FAVORABLY REGARDED IN LOCAL CIRCLES. MR. LACAYO DEBAYLE IS COUSIN OF GEN. ANASTASIO SOMOZA DEBAYLE, PRESIDENT OF NICARAGUA AND CHIEF OF THE ARMED FORCES. MR. OSORIO IS BROTHER OF ARQ. IVAN OSORIO P., NICARAGUA'S VICE MINISTER OF URBAN PLANNING IN CHARGE OF IMPLEMENTING THE RECONSTRUCTION WORKS IN THE EARTHQUAKE-DESTROYED CITY OF MANAGUA. AISA ENJOYS A GOOD REPUTATION IN LOCAL BANKING AND TRADE CIRCLES. IT IS RECOMMENDED AS TRADE CONTACT FOR INTERESTED U.S. CONCERNS.

29. PREPARED: RJMONTES APPROVED:PAHAIGH
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 20-Sep-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
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Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770342-0657
Format: TEL
From: MANAGUA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770944/aaaablck.tel
Line Count: 111
Litigation Code IDs:
Litigation Codes:
Litigation History:
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Message ID: 2a9c0a42-c288-dd11-92da-001cc4696bcc
Office: ACTION ARA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
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Previous Classification: n/a
Previous Handling Restrictions: n/a
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Retention: 0
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Review Content Flags:
Review Date: 13-Jan-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1209390
Secure: OPEN
Status: NATIVE
Subject: WTDR/FTI ARQUITECTOS INGENIEROS S.A.
TAGS: BBSR, BEXP, NU
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/2a9c0a42-c288-dd11-92da-001cc4696bcc
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Declassified/Released
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